

**G**IORGI CHIBOSHVILI

## SALES EXPERT/PROFESSIONAL SALES MANAGER

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6+ years experienced, result-oriented and value driven sales manager with a goal achieved background in bank sector. №1 Top sale performer.

**Key Skills and competency:**

- |                                   |                                 |                        |
|-----------------------------------|---------------------------------|------------------------|
| ✓ Sales                           | ✓ Team Management & Leadership  | ✓ Loan Risk Management |
| ✓ Client Relationship Management  | ✓ Negotiation & Partnership     | ✓ IT                   |
| ✓ Product Development & Promotion | ✓ Self-Development & Motivation | ✓ EQ                   |

 **Key Achievement:**

TBC BANK – WINNER OF “TOP 1 SALES “(113-121-133-129 LOANS) FOR FOUR CONSECUTIVE MONTH

- 1<sup>ST</sup> MONTH 240 % SALES
- 2 MONTH 157% SALES
- 3 MONTH 175 % SALES
- 4MONTH 138% SALES

\*“DIAMOND PLAN”-75-80 LOAN MONTHLY-BY CALL SALE.

## EXPERIENCE &amp; NOTABLE CONTRIBUTIONS

**Morena Pro •Georgia, Tbilisi•2019- Present****MANAGER OF SALES DEPARTMENT (LOGISTIC COMPANY).**

- Negotiate new Contracts;
- Identify new clients, persuade and build a great relationship with them;
- Dealing with different people, greeting and meeting customers;
- Leading a team of 5 sales, motivate to drive sales and value;
- Demonstrate the passion, always;
- Prepare the Proposals.

**KEY ACCOMPLISHMENT:**

Consistently exceed all established sales targets.

**TBC Trance •Georgia, Tbilisi •2017 - 2019****HEAD OF SALES DEPARTMENT**

- Key role in developing the team: training and mentoring;
- Manage sales operations;
- Develop the customer relationship.

**TBC Transport LTD •Georgia, Tbilisi •2017 - 2017****LOGISTIC MANAGER**

- Communicate with exist and potential clients;
- Propose the freight and forwarding services and manage the contracts.

# CV

## TBC Bank •Georgia, Tbilisi •2015 - 2017

### UNIVERSAL CREDIT OFFICER (2016-2017 YEARS)

- Give Credits to clients, develop customer relationship;
- Use B200(ODB), LMS, Excel, CRM to record data;
- Taking part in business activities.

### CALL CENTER SALES MANAGER (2015-2016YEARS)

- Promoted as credit officer
- Top Sale performer

### INSTALLATION MANAGER (2015-2015YEARS)

- Promoted as call center sales manager
- Manage the loan risks

## Alliance of Georgian Patriots •Georgia, Tbilisi •2013 - 2014

### IT SPECIALIST

- Analyze system issues and provide resolutions;
- Install, configure, maintain software and hardware systems;
- Statistic and data analyze management.

## ACADEMIC EDUCATION/TRAINING/CERTIFICATION

### Bachelor of Science, IT

Technical University of Georgia | Georgia, Tbilisi -2012-2016

### Professional Trainings in Sales and Loans

TBC Bank | Georgia, Tbilisi -2015-2017

### Emotional Intelligence

Salon Talks by Tinatin Tiabashvili | Georgia, Tbilisi -2017

### Emotional Intelligence

Thinking Academy | Georgia, Tbilisi -2018

### English Language Course

American language Academy | Georgia, Tbilisi -2018-2019

### *Software, ERP Systems –Professional User:*

- ✓ Microsoft Office :
  - Power Point, Word, Excel, Outlook
- ✓ Explorer
- ✓ CRM
- ✓ LMS
- ✓ B2000

### *Languages:*

- ✓ Georgian-Native
- ✓ English –B2
- ✓ Russian-B2